foreclosure date, which affected the Trust's 1972 earnings per share by reducing them approximately $0.04. Tri-South as of December 31, 1972 had two other loans totaling $1.8 million that were subject to delinquent interest. We are of the opinion that all of these "problem loans" will be either successfully refinanced or sold to other lenders in the near future with no loss of principal to Tri-South, and that the Trust's problem loan experience to date is about in line with industry experience. During the fourth quarter of 1972, the Trust made a special provision for possible loan losses which was charged to income in the amount of $175,000; this was in addition to its normal provision which amounts to 5% of net income. We believe the current reserve is adequate to cover any loan losses that might occur.

Projections — The following tables show Tri-South's increase in loans outstanding and its relationship to loan production, disbursements and repayments for the last two years and our projections for 1973. We have also included the basic balance sheet items for all periods.

Mils.	1971	1972	1973 E
Loan Commitments (beginning)	$ 72.2	$110.6	$229.9
Loan Production	+ 82.0	+ 164.2	+ 190.1
	154.2	274.8	420.0
Repayments of Principal	– 43.6	– 44.9	– 60.0
Loan Commitments (end)	$110.6	$229.9	$360.0
Loans Outstanding (beginning)	$ 27.3	$ 60.4	$127.1
Loan Disbursements	+ 76.6	+ 111.6	+ 157.9
	103.9	172.0	285.0
Repayments of Principal	– 43.5	– 44.9	– 60.0
Loans Outstanding (end)	$ 60.4	$127.1	$225.0
Average Earning Assets	$ 41.9	$ 91.4	$173.0
Average Borrowed Funds	– 16.4	– 63.7	– 127.0
Average Net Earning Assets	$ 25.5	$ 27.7	$ 46.0
Average Non-Earning Assets Less non-interest bearing liabilities	+ 0.4	+ 2.3	+ 4.0
Average Stockholders' Equity	$ 25.9	$ 30.0	$ 50.0

In our opinion the category that includes non-earning assets is an important factor in analyzing a real estate trust, for it includes cash, cash compensating balances and loans which are not accruing interest. As can be seen in 1973, the larger this figure, the more borrowed funds it takes to support the Trust's earnings assets. It reflects both liability management (size of compensating balances in relation to borrowed funds) and the quality of the portfolio (amount of loans outstanding that are not earning interest). For Tri-South in 1973, we have assumed cash plus compensating balances to average $2.0 million while non-earning loans to average $3.0 million. Subtracted from the sum of these two figures are other non-interest bearing liabilities which we are projecting to average $1.0 million. For Tri-South, non-earning loans as a percentage of total loans are estimated to average 1.7% in 1973. We believe this is an acceptable figure which should be considered a "part of doing business". Loss of principal resulting from loans being foreclosed, in our opinion, will only in very rare cases be experienced by a trust. This is due to the underlying collateral (building, apartment, land, etc.) of a loan which should have no reason to diminish in value.

The table below shows the operating statement for Tri-South for 1971, 1972, and our estimate for 1973.

	1971	1972	1973 E
Interest on Earning Assets (000)	$4,705	$9,458	$18,500
Avg. Portfolio Yield	11.2%	10.3%	10.7%
Interest Expenses on Borrowed Funds (000)	$ 968	$3,849	$ 8,550
Avg. Cost of Borrowed Funds	5.9%	6.0%	6.7%
Net Interest Income (000)	$3,737	$5,609	$ 9,950
Spread	5.3%	4.3%	4.0%
Other Income (000)	$ 177	$ 844	$ 1,100
Net Operating Income (000)	3,914	6,453	11,050
Advisor Fee (000)	844	1,422	2,600
% of Earning Assets	2.11%	1.54%	1.50%
Other Expenses (000)	$ 133	$ 258	$ 350
Net Before Loan Loss Provision (000)	2,897	4,774	8,100
Loan Loss Provision (000)	145	405	410
% of Net Before Loan Loss Provision	5.0%	8.5%	5.0%
Net Income (000)	$2,752	$4,369	$ 7,690
Earnings Per Share	$1.97	$2.78	$3.20
Average Shares (000)	1,395	1,570	2,380

In our computations we have assumed the prime rate for bank borrowings to average 6.5% in 1973. Currently it is at 6.25%. Since the interest rates on 70%-75% of Tri-South's loans are floating with the prime rate, we have assumed an increase of 0.4% on its portfolio yield. In computing our cost of debt we have estimated that all of the Trust's 7% convertible debentures will be converted by year-end 1973. We have also assumed that all additional borrowings will be in the form of commercial paper and bank borrowings. Based on Tri-South's existing capitalization (pro forma to include the $25 million 7¾% senior subordinated debentures), the Trust is capable of borrowing an additional $282 million of senior debt before it exceeds its most limiting debt restrictions. Over the next one or two years, however, management indicates total debt as a percentage of equity plus convertible debt will be kept under 300%. Under these guide lines and based on year-end 1972 figures, an additional $200 million of debt could be raised on the present equity base. We have also projected that all of Tri-South's warrants currently outstanding will be exercise by year-end 1973, which will increase the number of shares outstanding by 332,654.

During the first quarter of 1973, Tri-South's profit margins are being hurt because of the increase in commercial paper rates. Since the beginning of the year, commercial paper rates have increased approximately 50 basis points while the bank prime lending rate has only increased 25 basis points which did not take place until February 26. With the Trust's rates on its earning assets being tied directly to the bank prime rate while its short-term borrowings are commercial paper, its spread is being adversely affected. In addition, the recent sale of the $25 million 7¾% senior subordinated debentures also will increase Tri-South's cost of borrowed funds since the proceeds were initially used to pay down its commercial paper which carried rates of 6% to 6¼%. Therefore, assuming the current "artificial" spread between commercial paper and the bank prime rate continues through March, 1973, earnings per share for the first quarter could show little improvement over the $0.78 per share that was reported in the fourth quarter of 1972. However, because Tri-South at year-end 1972 had $1.5 million of undistributed net income, we believe that the first quarter dividend per share will increase from the $0.70 that was declared in the fourth quarter of 1973. On an overall basis, we are of the opinion that the current squeeze on Tri-South's profit margins will be short-lived. From a market viewpoint, the stock has declined 10% from its January 1973 all-time high to a level that we believe represents an excellent buying opportunity.

Market Position — At the current price of $33, the shares of beneficial interest are selling at 10.3 times our 1973 estimated earnings per share of $3.20. The current dividend provides an 8.5% yield. We are of the opinion that the market place to date has not placed enough value on the following: (1) excellent past progression of loan origination capabilities, earnings, dividends, and return on equity; (2) the unused portion of the three sponsors' origination capacity; (3) the imagination used in liability management; (4) the change in Tri-South's portfolio maturity; and (5) the favorable economic growth potential of the Southeastern and Southwestern geographical areas where the Trust principally operates. Purchase is recommended for those accounts seeking good current income combined with moderate appreciation potential.

March 5, 1973 John W. Hogge, C.F.A.

(000)	Quarter Ending 3/71	6/71	9/71	12/71	3/72	6/72	9/72	12/72	Year Ending 1971	1972
Loan Commitments (beginning period)	$72,178	$ 86,365	$ 92,982	$100,712	$110,640	$132,639	$185,309	$197,779	$ 72,178	$110,640
Loan Production	+19,508	+18,013	+24,532	+19,927	+27,520	+65,270	+24,011	+47,378	+81,980	+164,179
	91,686	104,378	117,514	120,639	138,160	197,909	209,320	245,157	154,158	274,819
Loan Repayments	– 5,321	–11,396	–16,802	– 9,999	– 5,521	–12,600	–11,541	–15,229	–43,518	–44,891
Loan Commitments (end period)	$86,365	$ 92,982	$100,712	$110,640	$132,639	$185,309	$197,779	$229,928	$110,640	$229,928
Loans Outstanding (beginning period)	$27,310	$ 36,336	$ 40,451	$ 51,806	$ 60,367	$ 70,020	$ 95,994	$109,842	$ 27,310	$ 60,367
Loan Disbursements	+14,347	+15,511	+28,157	+18,560	+15,194	+38,574	+25,389	+32,508	+76,575	+111,645
	41,657	51,847	68,608	70,366	75,541	108,594	121,383	142,350	103,885	172,012
Loan Repayments	– 5,321	–11,396	–16,802	– 9,999	– 5,521	–12,600	–11,541	–15,229	–43,518	–44,891
Loans Outstanding (end period)	$36,336	$ 40,451	$ 51,806	$ 60,367	$ 70,020	$ 95,994	$109,842	$127,121	$ 60,367	$127,121
Ratios (%):										
Disbursements / beginning commitments plus production	15.6	14.9	24.0	15.4	11.0	19.5	12.1	13.3	49.7	40.6
Repayments / beginning loans outstanding	19.5	31.3	41.5	19.3	9.1	18.0	12.0	13.9	159.4	74.4
End loans outstanding / end loan commitments	42.1	43.5	51.4	54.6	52.8	51.8	55.5	55.3	54.6	55.3
Non-Earning loans / end loans outstanding	–	–	–	–	–	–	–	3.0	–	3.0
Provision for loan losses / net income before provision	5.0	5.0	5.0	5.0	5.0	5.0	5.0	15.3	5.0	8.5
Interest on Earning Assets	11.1	11.2	11.4	11.1	10.7	10.3	10.1	10.4	11.2	10.3
Cost of Borrowed Funds	5.2	5.4	6.2	5.9	5.6	6.1	6.1	6.1	5.9	6.0
Rate Spread	5.9	5.8	5.2	5.2	5.1	4.2	4.0	4.3	5.3	4.3
Debt / Equity (daily average)	21.9	44.7	68.7	115.4	148.3	195.8	248.7	243.1	63.2	212.5
Return on Equity (annualized)	18.8	10.4	11.2	12.1	13.3	13.9	15.2	5.5	10.6	14.6
Primary Earnings Per Share	$0.40	$0.48	$0.52	$0.57	$0.62	$0.65	$0.73	$0.78	$1.97	$2.78
Declared Dividend Per Share	$0.45	$0.48	$0.52	$0.57	$0.60	$0.62	$0.65	$0.70	$2.02	$2.57
Price Range	25–19	25–22	29–24	31–25	30–27	30–28	30–27	35–28	31–19	35–27
P/E Ratio Range (Annualized Earnings Per Share)	15.6–11.9	13.0–11.5	13.9–11.5	13.6–11.0	12.1–10.9	11.5–10.8	10.3–9.2	11.2–9.0	15.7–9.6	12.6–9.7
Yield Range (annualized Divd.)	9.5–7.2	8.7–7.7	8.7–7.2	9.1–7.4	8.9–8.0	8.9–8.3	9.6–8.7	10.0–8.0	10.6–6.5	9.5–7.3

QUEBECOR INC.

Gairdner & Company Limited
Toronto-Dominion Centre, Toronto, Canada

Recent Price:	$15.87
1971 E.P.S.:	$ 0.64
1972 E.P.S.:	$ 0.75
1973 E.P.S. (Est.):	$ 1.15
(Fiscal year ends September 30)	
Shares outstanding:	2,128,200
Float:	450 000
1972-1973 Price Range:	$9.37-$16 25
1972 P/E Ratio:	21.5%
1973 Est. P/E Ratio:	13.8x
Listed: MSE, AMEX	

Quebecor is the second largest publisher of French language newspapers in Quebec, with morning dailies in Montreal and Quebec City and seven weeklies which are distributed throughout Quebec and adjacent French-speaking areas. In terms of circulation, Quebecor's Journal de Montreal is the largest French language morning daily in Montreal and the ninth largest daily newspaper in Canada. Quebecor's Journal de Quebec is the only morning daily published in Quebec City. The company distributes its own papers plus approximately 100 other affiliated publications through a wholly-owned subsidiary.

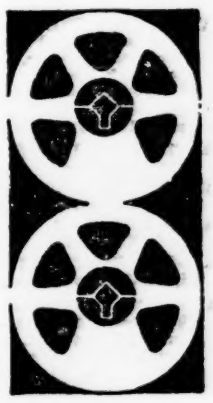
Other holdings of the Quebecor group include five commercial offset printing plants, a graphic ink manufacturing facility and a photo film processing firm.

Our bullish outlook on the common shares of Quebecor Inc. is derived from the following reasons:

1) Between 1967 and 1972, Quebecor's total revenues increased almost tenfold — from $3.4 million in fiscal 1967 to $30 million in fiscal 1972. The company operated at a profit throughout that period and net income increased from $75,628 to $1,407,000 ($.05 to $.75 on a per share basis). Further increases to total revenue of $37 million and $1.15 per share in earnings for fiscal 1973 are forecast.
2) At 13.8 times estimated earnings, Quebecor is trading at a significantly lower multiple than both Southam Press (24x) or Thompson Newspapers (30x). We feel that this modest multiple is due to a lack of awareness on the part of the public to Quebecor's past growth and future growth prospects.
3) Most newspaper publishers concentrate on advertising as a source of profit. Advertising accounts for only 40% of Le Journal de Montreal's revenues, while the average Canadian daily derives 65% of revenue from advertising. Thus, a greater advertising sales effort could significantly increase Quebecor's profit margins.

At current levels Quebecor appears extremely undervalued. Purchase is strongly recommended.

March 5, 1973 P. McKeough



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